Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Text

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PAGE 01 HONG K 10678 241027Z

17 15
ACTION EA-13

INFO OCT-01 SS-14 ISO-00 INR-10 NSC-10 CIAE-00 CU-03 EB-03

RSC-01 DRC-01 NSCE-00 COME-00 PRS-01 NSAE-00 SPC-01

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P R 240930Z OCT 73
FM AMCONSUL HONG KONG
TO SECSTATE WASHDC PRIORITY 8529
INFO USLO PEKING

C O N F I D E N T I A L HONG KONG 10678

LIMDIS

E.O. 11652: GDS
TAGS: BEXP ETRD CH US
SUBJECT: US-CHINA CHAMBER OF COMMERCE AT CANTON FAIR

SUMMARY: PRESIDENT OF US-CHINA CHAMBER OF COMMERCE (USCCC) HAS INVITED USG REPS TO SIT IN ON DISCUSSIONS HE EXPECTS TO HAVE WITH CCPIT AT CANTON TRADE FAIR ABOUT USCCC'S PROPOSALS FOR EXHIBITS OF CHINESE AND US GOODS IN EACH OTHER'S COUNTRY. PRESUMABLY HE WILL ALSO DISCUSS OTHER USCCC TRADE PROMOTION PLANS. USG REPS AT THE FAIR BELIEVE THEY SHOULD NOT ATTEND THESE PARTICULAR TALKS. REQUEST INSTRUCTIONS ASAP AS TIMING OF TALKS NOT CLEAR. END SUMMARY

1. CONGEN HAS RECEIVED FOLLOWING REPORT FROM USLO AND CONGEN OFFICERS HOROWITZ AND STARBIRD AT CANTON FAIR.

2. ROBERT FILLET, PRESIDENT OF THE US-CHINA CHAMBER OF COMMERCE(USCCC) EXPECTS TO DISCUSS WITH THE CHINA COMMITTEE FOR THE PROMOTION OF INTERNATIONAL TRADE (CCPIT) DURING THE CURRENT CANTON FAIR A PROPOSAL FOR DISPLAYS OF CHINESE GOODS AT LOCAL USCCC CHAPTERS IN THE US AND FOR A RECIPROCAL DISPLAY SPACE IN PEKING FOR US GOODS. PRESUMABLY HE WOULD ALSO OUTLINE USCCC'S OTHER TRADE PROMOTION PLANS.
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 HONG K 10678 241027Z

DURING A BRIEFING ON THE FORMATION, ORGANIZATION AND PRO-

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

GRAM OF USCCC ON OCTOBER 21, FILLETT INVITED USG REPS AT THE FAIR TO SIT IN ON HIS TALKS WITH CCPIT. HE NOTED HIMSELF THAT THIS WAS NOT A DECISION TO BE TAKEN LIGHTLY AS PRESENCE OF USG REPS WOULD IMPLY SOME DEGREE OF USG SUPPORT FOR USCCC AND CERTAINLY WOULD BE SO VIEWED BY THE CHINESE.

3. ACCORDING TO FILLET, USCCC WAS FORMED EARLIER THIS YEAR, APPARENTLY IN LATE SPRING OR EARLY SUMMER BY PARTNERS IN CHINA TRADE CORPORATION, NAMELY ROBERT FILLET, CHARLES ABRAMS AND VAN S. LUNG. FILLET SAYS IT WAS ESTABLISHED IN RESPONSE TO NUMBEROUS REQUESTS BY SMALL - AND MEDIUM-SIZE FIRMS, ESPECIALLY THOSE INTERESTED IN IMPORTS, FOR AN ORGANIZATION TO REPRESENT THEIR INTERESTS IN THE CHINA TRADE. THESE REQUESTS CONTINUED, HE SAID, AND IN FACT, INCREASED AFTER THE FORMATION OF THE NATIONAL COUNCIL FOR US-CHINA TRADE(UCUSCT). FILLET AND ABRAMS DISCUSSED THESE REQUESTS WITH LUNG, CONCLUDED THERE WAS GRASS-ROOTS INTEREST, AND DECIDED TO HAVE LUNG CHECK IT OUT WITH THE PRCLO IN WASHINGTON.

4. ACCOUNTS VARY REGARDING THE DEGREE OF PRCLO SUPPORT FOR THE FORMATION OF THE USCCC OR SOME SIMILAR ORGANIZA-TION OF US IMPORTERS FROM THE PRC. FILLET SAID LUNG WAS TOLD BY PRCLO THAT THERE WAS A DEFINITE NEED FOR AN ORGANIZATION OF SMALL- AND MEDIUM-SIZE US IMPORTERS, PARTICULARLY OF ETHNIC CHINESE, AND THAT PRCLO ENCOURAGED AND SUPPORTED LUNG AND HIS PARTNERS IN THE FORMATION OF THE USCCC. AT ANOTHER POINT, FILLET CHARACTERIZED PRCLO AS SAYING THAT SINCE SUCH MATTERS ARE INTERNAL US AFFAIRS, PRCLO COULD NOT TAKE ANY OFFICIAL POSITION, BUT INFORMALLY IT VIEWED ESTABLISHMENT OF SUCH AN ORGANIZATION AS DESIRABLE AND HELPFUL.

5. CONVERSATIONS WITH OTHER PEOPLE TEND TO SUPPORT THE VIEW THAT PRCLO ENCOURAGED THE FORMATION OF THE USCCC. DURING HIS VISIT TO PRCLO THIS SUMMER, WING CHUNG(PACIFIC TRADING OF HK WHICH IS ASSOCIATED WITH W.H. ADAMS INTER-NATIONAL, THE US TOBACCO COMPANY) WAS GIVEN TO UNDERSTAND THAT THE CHINESE WERE ENCOURAGING LUNG TO SET UP AN ORGANI-CONFIDENTIAL

ZATION OF SMALL IMPORTERS, PARTICULARLY THOSE OF CHINESE DESCENT. ACCORDING TO STANLEY LUGMAN, JERRY COHEN OF HARVARD WAS TOLD QUITE DIRECTLY BY PRCLO IN THE SPRING THAT HE SHOULD WORK WITH THE NCUSCT WHICH WAS BEING SET UP AS A COUNTERPART TO CCPIT. BY CONTRAST, LUBMAN HIMSELF WAS TOLD BY PRCLO IN SEPTEMBER (I.E. AFTER SEVERAL MONTHS OF LIMITED ACTIVITY BY NCUSCT AND FOLLOWING FORMATION OF USCCC) THAT AMERICANS TENDED TO FORM MANY ORGANIZATINS,

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

THAT EACH MIGHT HAVE ITS USES AND THAT PRCLO WOULD WISH
TO WAIT AND SEE HOW VARIOUS ONES WORKED OUT.

6. MORE RECENTLY CHINESE OFFICIALS HAVE TAKEN A VERY
POSITIVE ATTITUDE RESPECTING THE NCUSCT (I933. THE INVITATION
FOR THEM TO THE PRESENT FAIR AND THE FAVORABLE COMMENTS WE
HEARD FROM PRC OFFICIALS IN PEKING AND AT CANTON ABOUT THE
FORTHCOMING VISIT TO CHINA OF THE NCUSCT DELEGATION). WE
ARE NOT CLEAR ON HOW THE CHINESE PRESENTLY VIEW THE USCCC.

7. IN ANY EVENT, FILLET IS MAKING IT CLEAR AT CANTON THAT
HE REPRESENTS THE USCCC. LIKE THE NCUSCT, HE HAS A SUITE
AT THE TUNG FANG HOTEL, AND HE HAS INDICATED ON THE BULLETIN
BOARDS WHERE HE CAN BE REACHED. HE IS MEETING WITH CHINESE
CORPORATION OFFICIALS TO DISCUSS USCCC PLANS, PARTICULARLY
THE EXHIBIT SCHEME MENTIONED ABOVE. HE TOLD USG REPS,
HOWEVER, THAT THE USCCC DID NOT REQUEST NOR DID IT RECEIVE
AN INVITATION FROM THE CHINESE TO ATTEND THE FAIR. FILLET
IS AT THE FAIR AS PART OF THE GROUP THAT ENTERED UNDER THE
INVITATION GRANTED TO THE CHINA TRADE CORPORATION.

8. WHILE STILL IN AN EARLY STAGE, THE USCCC IS TRYING TO
GET OFF TO A RUNNING START. IT IS TO SOME EXTENT IN COMPE-
TITION WITH, OR AT LEAST OVERLAPS WITH, THE NCUSCT. THE
LATTER, USG REPS UNDERSTAND, IS CONSIDERING WAYS TO BROADEN
ITS SUPPORT AMONG MEDIUM AND SMALLER FIRMS INCLUDING
IMPORTERS. MOREOVER, THE USCCC HAS SOME SIMILAR TRADE
PROMOTION ACTIVITIES IN MIND (E.G. ASSISTANCE TO BUSINESS-
MEN AT THE CANTON FAIRS).

9. WHILE THE USG SHOULD COOPERATE WITH ANY BONA FIDE
BUSINESS ORGANIZATION THAT SEEKS TO PROMOTE SINO-US TRADE,
THE USG REPS AT CANTON BELIEVE THAT TO ATTEND FILLET'S
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PAGE 04 HONG K 10678 241027Z

DISCUSSIONS WITH CCPIT AT THE FAIR MAY CONVEY MORE USG
SUPPORT FOR HIS ORGANIZATION AND PROPOSALS THAN IS APPRO-
PRIATE AT THIS TIME. THE CONVERSATION HE WOULD HAVE WITH
CCPIT AT CANTON WOULD APPEAR TO BE SIMILAR TO PRELIMINARY
TALKS THE NCUSCT HAS HAD WITH PRCLO IN WASHINGTON WHICH
WERE NOT ATTENDED BY USG OFFICIALS. USG REPS AT THE FAIR
ARE ALSO CONCERNED THAT TOO CLOSE AN IDENTIFICATION WITH
THE USCCC AT THIS PARTICULAR TIME, JUST PRIOR TO THE VISIT
OF THE NCUSCT DELEGATION, MIGHT CONFUSE THE CHINESE AND
IMPAIR THE PROSPECTS FOR A SUCCESSFUL OUTCOME OF THAT
VISIT.

10. REQUEST INSTRUCTIONS ASAP AS TIMING OF FILLET'S TALKS
WITH CCPIT IS NOT CLEAR.
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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EAST WEST TRADE, CHAMBERS OF COMMERCE, TRADE VISITS, TRADE ORGANIZATIONS, MEETINGS
Control Number: n/a
Copy: SINGLE
Draft Date: 24 OCT 1973
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973HONGK10678
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS DEAN
Errors: N/A
Film Number: n/a
From: HONG KONG
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731015/aaaaakxj.tel
Line Count: 169
Locator: TEXT ON-LINE
Office: ACTION EA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: LIMDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: LIMDIS
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 28 AUG 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28-Aug-2001 by boyleja>; APPROVED <20 FEB 2002 by golinofr>
Review Markings:

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US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: US-CHINA CHAMBER OF COMMERCE AT CANTON FAIR SUMMARY: PRESIDENT OF US-CHINA CHAMBER OF COMMERCE (USCCC)
TAGS: BEXP, ETRD, CH, US, CCPIT, NCUSCT
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

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